

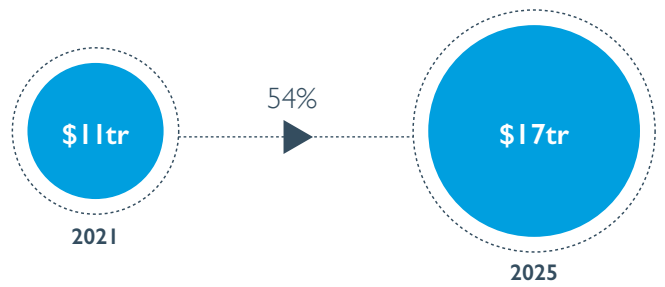
what are alternatives?

often comprise private market firms of traditional assets

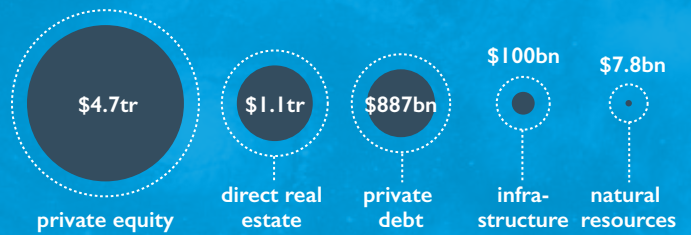
traditional	alternative
cash	private debt
equities	private equity
bonds	direct real estate
	venture capital
	niche alternatives (art industry, Bitcoin, etc.)

not all alternatives are necessarily associated with an increase in risk

industry size and growth



largest alternative asset classes



why alternatives?

- better long-term decision making
- asymmetry between risk and return
- low global interest rate environment
- traditional asset classes (e.g., equities) are seen as "toppish"
- decreased portfolio volatility
- investment returns can be higher
- tax efficiency

sa vs offshore allocations

sa investors

- family offices
- high-net-worth individuals
- institutions

average allocation 0 - 10%

offshore investors

- family offices
- high-net-worth individuals
- retail investors
- institutions

average allocations: institutions: 22% average**
family offices: 35% average*** yale endowment: 75%****

what to look out for?

- more complex
- higher fees
- less regulated*
- locked up for a period of time
- higher minimum investment sizes

*you must invest alongside a deeply experienced manager with a track record of success

key players